

Message Text

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PAGE 01 RABAT 07008 231247Z
ACTION NEA-10

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FM AMEMBASSY RABAT
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INFO AMEMBASSY CAIRO
AMCONSUL CASABLANCA
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SECSTATE WASHDC 3977

UNCLAS RABAT 7008

E. O. 11652: N/A
TAGS: BEXP, EG
SUBJ: MINING SEMINAR MISSION

REF: USDOC 23527

1. PRELIMINARY DISCUSSION WITH GOM OFFICIALS IN MINISTRY OF ENERGY AND MINERAL RESOURCES AND BUREAU DE RECHERCHES ET DE PARTICIPATIONS MINIERES (BRPM) INDICATE THAT AN AUDIENCE OF 100 PERSONS CAN BE EXPECTED FOR THE SEMINAR, NOW SCHEDULED TO BE HELD AT THE RABAT HILTON ON MARCH 7, 1978. COMPOSITION OF AUDIENCE LIKELY TO BE MAINLY GOM MINING OFFICIALS AND SPECIALISTS.

2. EMBOFF MET ON DECEMBER 14, 1977 WITH TAIEB SKALLI, SECRETARY GENERAL OF MINISTRY OF ENERGY AND MINERAL RESOURCES. SKALLI CONFIRMED HIS EARLIER COMMITMENT TO CO-SPONSOR THE EVENT, FOUND OUR TENTATIVE SCHEDULE MOST SATISFACTORY, AND AGREED TO PRODUCE PARTICIPANTS. HE VOLUNTEERED A CONTACT MAN WITHIN THE MINISTRY TO WORK WITH POST CONTROL OFFICER ON ALL ASPECTS OF VISIT.

3. EMBOFF MET ON DECEMBER 15, 1977 WITH MR. MOHAMED DIOURI, SECRETARY GENERAL OF BRPM. MR. DIOURI NOTED
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THAT THE PARTICIPATING U.S. MINING EQUIPMENT FIRMS WERE WELL-KNOWN TO HIM AND THAT WE COULD EXPECT 4 TO 5 REPRESENTATIVES FROM BRPM TO ATTEND THE CONFERENCE. MR. DIOURI WENT ON TO INDICATE THAT U.S. MINING EQUIPMENT FIRMS WERE PRESENTLY PROVIDING INADEQUATE AFTER-SALE SERVICE FOR THEIR PRODUCTS IN MOROCCO. THE PROBLEM ALLEGEDLY ARISES BECAUSE THE REPRESENTATIVES OF THESE

FIRMS IN CASABLANCA ARE NOT ABLE TO FURNISH ADEQUATE MAINTENANCE FOR THE PRODUCTS THEY REPRESENT. ACCORDING TO MR. DIOURI, WEST EUROPEAN MINING EQUIPMENT FIRMS (ESPECIALLY FRENCH AND WEST GERMAN) ARE PROVIDING A HIGHER LEVEL OF AFTER-SALE SERVICE. UNLESS U.S. FIRMS' SERVICES PRACTICES IMPROVE, HE MAINTAINED, U.S. SALES IN MOROCCO QUOTE WILL DIE UNQUOTE. IN VIEW OF HIS CONCERNS, MR. DIOURI WAS PLEASED TO HEAR THAT FIRMS WILL BE REPRESENTED AT MINING SEMINAR BY EXECUTIVES AND MARKET MANAGERS AND LOOKS FORWARD TO DISCUSSIONS WITH THEM.

4. RE PRESENTATIION OF SEMINAR PAPERS, WE BELIEVE IT ESSENTIAL TO REVIEW INTERPREATION PROCEDURES, SINCE EFFECTIVE FRENCH PRESENTATION WILL BE DECISIVE FACTOR IN SUCCESS OF CONFERENCE. WHILE SIMULTANEOUS INTERPRETATION IS IDEAL SOLUTION, IT WOULD REQUIRE FLYING IN QUALIFIED PERSONNEL FROM OUTSIDE MOROCCO (TYPICALLY FROM GENEVA) AT COST OF APPROXIMATELY \$2000. ONLY REALISTIC ALTERNATIVE WOULD BE FOR NATIVE FRENCH SPEAKER HAVING REASONABLE FAMILIARITY WITH ENGLISH TO READ FRENCH TEXT OF PAPER (AVAILABLE IN TRANSLATOR'S BOOTH) IN TANDEM WITH PERSON DELIVERING PAPER IN ENGLISH. FRENCH TEXTS OF PAPERS WOULD HAVE TO BE IN RABAT BEFORE FEBRUARY 18 TO FAMILIARIZE TRANSLATOR WITH BOTH VERSIONS OF EACH PAPER. IN ADDITION, ENGLISH SPEAKERS WOULD HAVE TO GUARANTEE NOT TO VARY THEIR VERBAL PRESENTATIONS IN ANY WAY FROM PREPARED TEXT. TRANSLATOR COULD BE PROVIDED TO FACILITATE

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QUESTION-AND-ANSWER SESSIONS AFTER PRESENTATIONS.
PLEASE ADVISE WASHINGTON'S PREFERENCES.

5. PRELIMINARY BUDGET ESTIMATE FOLLOWS:

A. HOTEL ROOMS - \$120 PER PERSON FOR 4 NIGHTS
B. EXECUTIVE SUITE - \$300
C. EXECUTIVE SUITE STAFFING - \$100
D. INVITATIONS, PRINTING, MAILING AND DISTRIBUTION
OF PROMOTIONAL MATERIALS - \$100 (ASSUMES THAT 100 COPIES OF
TRANSLATED SEMINAR PAPERS WILL BE PRINTED IN TUNIS AND SENT TO
RABAT.)
E. CONFERENCE ROOM - \$220
F. SET-UP FOR TRANSLATION - \$600
G. INTERPRTERS - \$1,000 (IF SIMULTANEOUS - \$3,000)
H. MISCELLANEOUS - \$250
 SUBTOTAL \$4,010
I. HOSPITALITY: EXECUTIVE SUITE SERVICE - \$300
 EMBASSY RECEPTION - \$250
 SUBTOTAL \$550
 TOTAL \$4,560

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Message Attributes

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Disposition Comment:
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Disposition Event:
Disposition History: n/a
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SAS ID: 138807
Secure: OPEN
Status: NATIVE
Subject: MINING SEMINAR MISSION
TAGS: BEXP, EG
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